

## Message Text

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ACTION SNM-05

INFO OCT-01 ARA-15 ISO-00 AID-05 TRSE-00 /026 W  
-----045834 090225Z /14

P 090135Z SEP 78  
FM AMEMBASSY MEXICO  
TO SECSTATE WASHDC PRIORITY 2564

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EO 11652: N/A  
TAGS: SNAR, MX  
SUBJECT: NARCOTICS - TELECOMMUNICATIONS EQUIPMENT

REF: STATE 215148; (B)  
MEMO MCBEE/BERNAL DATED 4 AUG 78; (C) MEMO JEE/  
ALEXANDER DATED 3 AUG 78

1. SUMMARY: ADDITIONAL JUSTIFICATION IN SUPPORT OF  
PROPRIETARY PROCUREMENT OF TELECOMMUNICATIONS COMMODI-  
TIES IS PROVIDED AS REQUESTED.

THE PRIMARY REASON FOR PROPRIETARY PROCUREMENT IS IN  
THE INTEREST OF THE OFFICE OF THE ATTORNEY GENERAL (AGO)  
STANDARDIZATION PROGRAM ON TELECOMMUNICATIONS EQUIPMENT  
IN EFFECT SINCE 1975. THE POSSIBILITY OF COMPETITIVE  
PROCUREMENT AND SELECTION OF MANUFACTURERS OTHER THAN  
MOTOROLA AND SOUTHCORP HAS BEEN DISCUSSED WITH THE AGO  
TELECOMMUNICATIONS OFFICERS. IT IS THEIR FIRM POSI-  
TION THAT FOR THE USG TO INTRODUCE EQUIPMENT FROM OTHER  
MANUFACTURERS INTO A PREDOMINATELY MOTOROLA AND SOUTHCORP  
SYSTEM WOULD DEFEAT THEIR PRESENT STANDARDIZATION PRO-  
GRAM AND COMPOUND THE MAINTENANCE, TRAINING, SPARE PARTS  
INVENTORIES, AND SUPPLY RECORDS REQUIREMENTS AT A  
CONSIDERABLE FUTURE COST TO THEIR ORGANIZATION.  
AS DEPARTMENT IS AWARE, THE AGO HAS PUR-  
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CHASED ABOUT 65 PERCENT OF THE TOTAL MOTOROLA TELECOM-  
MUNICATIONS EQUIPMENT WITH ITS OWN RESOURCES AND HAS  
STATED THAT IT WILL CONTINUE TO PURCHASE MOTOROLA  
EQUIPMENT IN THE INTEREST OF STANDARDIZATION. FURTHER,  
IN THE CASE OF MOTOROLA, THE AGO BELIEVES, AND WE FULLY  
CONCUR, THAT MOTOROLA IN-COUNTRY SERVICE SUPPORT AVAIL-  
ABILITY AND DEPENDABILITY ARE SUPERIOR AND, FOR THIS

REASON, PREFERRED BY THE AGO. END SUMMARY.

2. PIO/C 5-2387838: 200 EACH SOUTHCOM MODEL SC 120 HF-SSB PORTABLE TRANSCEIVERS WITH ACCESSORIES. PROPRIETARY PROCUREMENT FROM SOUTHCOM INTERNATIONAL, INC., IS REQUESTED ON THE BASIS OF THE STANDARDIZATION PROGRAM NOW IN EFFECT. 140 EACH IDENTICAL TRANSCEIVERS ARE IN USE IN-COUNTRY. TECHNICIANS HAVE RECEIVED US-SPONSORED TRAINING IN MAINTENANCE AT THE SOUTHCOM FACTORY AND BY US ADVISORS IN-COUNTRY. A MAINTENANCE EXPERIENCE FACTOR OF 2.8 YEARS HAS BEEN ACHIEVED ON THIS EQUIPMENT WITH A SIMILAR PERIOD OF OPERATOR FAMILIARITY. SUBSTANTIAL SPARE PARTS INVENTORIES HAVE BEEN ESTABLISHED AND SUPPLY RECORDS INCORPORATED ACCORDINGLY.

3. PIO/C 5-2387841: ITEM 1-30 EACH HF-SSB TRANSCEIVERS WITH ACCESSORIES, MOTOROLA MODEL L70SGG1180 AND ITEM 4-25 EACH MOTOROLA MODEL T80SCA1800: PROPRIETARY PROCUREMENT FROM MOTOROLA IS REQUESTED ON THE BASIS OF THE STANDARDIZATION PROGRAM NOW IN EFFECT. 27 EACH TRANSCEIVERS (IDENTICAL TO THE BASE STATIONS AND SIMILAR TO THE MOBILE TRANSCEIVERS) ARE IN USE IN-COUNTRY. TECHNICIANS HAVE RECEIVED US-SPONSORED MOTOROLA FACTORY REPRESENTATIVE AND US ADVISOR TRAINING IN MAINTENANCE. A MAINTENANCE EX-UNCLASSIFIED

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PERIENCE FACTOR OF 1.5 YEARS HAS BEEN ACHIEVED WITH SUBSTANTIAL SPARE PARTS INVENTORIES AND SUPPLY RECORDS ESTABLISHED.

4. PIO/C 5-2387839: (A) ITEM 6 - 90 EACH VHF-FM HAND-HELD TRANSCEIVERS, MOTOROLA MODEL H33FFN1170. PROPRIETARY PROCUREMENT FROM MOTOROLA IS REQUESTED ON THE BASIS OF THE STANDARDIZATION PROGRAM NOW IN EFFECT. 150 EACH IDENTICAL TRANSCEIVERS ARE IN USE IN THE COUNTRY-WIDE VHF-FM SYSTEM. TECHNICIANS HAVE RECEIVED US-SPONSORED MOTOROLA FACTORY REPRESENTATIVE AND US ADVISOR TRAINING IN MAINTENANCE AND HAVE ACHIEVED A MAINTENANCE EXPERIENCE FACTOR OF OVER THREE YEARS. SUBSTANTIAL SPARE PARTS INVENTORIES AND SUPPLY RECORDS HAVE BEEN ESTABLISHED. AGO WILL CONTINUE PROPRIETARY PROCUREMENT OF ASSOCIATED MOTOROLA BASE STATION, (55 NOW IN USE) AND MOBILE UNITS (380 IN USE) AND CONTINUE TO UTILIZE MOTOROLA SUPPORT SERVICES IN COUNTRY BASED ON AVAILABILITY AND DEPENDABILITY.

(B) ITEM 9 - 16 EACH VHF/FM TRANSCEIVER REPEATER STATIONS, MOTOROLA MODEL C73RCB1105. PROPRIETARY

PROCUREMENT FROM MOTOROLA IS REQUESTED ON THE BASIS OF THE STANDARDIZATION PROGRAM NOW IN EFFECT. FOUR (FOR THE MOST PART IDENTICAL) TRANSCEIVERS ARE IN USE IN-COUNTRY. TECHNICIANS HAVE RECEIVED US-SPONSORED MOTOROLA FACTORY REPRESENTATIVE AND US ADVISOR TRAINING IN MAINTENANCE. SUBSTANTIAL SPARE PARTS INVENTORIES ARE ON HAND AND SUPPLY RECORDS ESTABLISHED. THESE REPEATER TRANSCEIVERS ARE INCORPORATED IN A PREDOMINATELY MOTOROLA EQUIPPED VHF-FM SYSTEM COMPRISED OF 380 MOTOROLA MOBILE UNITS, 150 MOTOROLA HAND-HELD UNITS AND 55 MOTOROLA BASE STATIONS. AGO WILL CONTINUE PROCUREMENT OF ADDITIONAL MOTOROLA EQUIPMENT FOR THIS

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SYSTEM FROM ITS OWN RESOURCES IN FURTHERANCE OF THEIR STANDARDIZATION PROGRAM AND CONTINUE TO RELY UPON MOTOROLA SERVICE SUPPORT FACILITIES IN COUNTRY.

(C) ITEM 1-60 EACH VHF-FM HAND-HELD TRANSCEIVERS, MOTOROLA MODEL H33BBB1144. PROPRIETARY PROCUREMENT FROM MOTOROLA IS REQUESTED ON THE BASIS OF THE STANDARDIZATION PROGRAM NOW IN EFFECT. THESE TRANSCEIVERS, EQUIPPED WITH IDENTIFICATION/EMERGENCY CALL FEATURES WILL BE INTRODUCED INTO A VHF-FM SYSTEM WHICH INCLUDES 70 MOTOROLA MOBILE TRANSCEIVERS. THE AGO WILL CONTINUE TO PROCURE ADDITIONAL MOTOROLA MOBILE UNITS WITH OWN RESOURCES IN EXPANSION OF THIS SYSTEM AND WILL CONTINUE TO RELY UPON MOTOROLA SUPPORT SERVICES IN COUNTRY.

4. PIO/C 5-2387840: 62 EACH UHF/FM BASE STATION TRANSCEIVERS, MOTOROLA MODEL L54BCB1190. PROPRIETARY PROCUREMENT FROM MOTOROLA IS REQUESTED ON THE BASIS OF THE STANDARDIZATION PROGRAM NOW IN EFFECT. SIX IDENTICAL BASE STATION TRANSCEIVERS ARE IN USE IN-

COUNTRY. (TEN COMPATIBLE MOTOROLA MOBILE AND TEN HAND-HELD TRANSCEIVERS ARE IN USE IN THIS SYSTEM). TECHNICIANS HAVE RECEIVED U.S.-SPONSORED MOTOROLA FACTORY REPRESENTATIVE AND U.S. ADVISOR TRAINING IN MAINTENANCE. SUBSTANTIAL INVENTORIES OF SPARE PARTS HAVE BEEN ESTABLISHED AND STOCKAGE RECORDS INCORPORATED. AGO PLANS UNCLASSIFIED

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THE PROCUREMENT OF ADDITIONAL MOTOROLA MOBILE UNITS. AGO WILL CONTINUE TO RELY UPON MOTOROLA SERVICE SUPPORT IN COUNTRY.

5. REF (C) (WORKSHEET PIO/C) - CONTROL CONSOLES, TRANSCEIVERS AND ACCESSORIES. PROPRIETARY PROCUREMENT FROM MOTOROLA IS REQUESTED FOR ITEMS 1 THROUGH 12 AND 14 THROUGH 19 IN ACCORDANCE WITH THE AGO STANDARDIZATION PROGRAM NOW IN EFFECT AND TO ENSURE TOTAL SYSTEMS EQUIPMENT COMPATIBILITY. THE AGO DOES NOT WANT A MIX OF EQUIPMENT IN THIS SYSTEM, ESPECIALLY IN CONSIDERATION OF MODIFICATIONS BY OTHER MANUFACTURERS TO EXISTING MOTOROLA EQUIPMENT TO ACCOMMODATE THE SELECTIVE CALL, VOICE PRIVACY, IDENTIFICATION AND EMERGENCY SIGNALLING FEATURES.

6. EMBASSY COMMENT: NAU/AGO TELECOMMUNICATIONS STAFF CONSIDER THE JUSTIFICATIONS CITED TO BE CONSISTENT WITH THE REQUIREMENTS OF THE AGO STANDARDIZATION PROGRAM NOW IN EFFECT AND THEREFORE DO NOT CONCUR WITH COMPETITIVE PROCUREMENT PROCEDURES. EMBASSY STRONGLY SUPPORTS THIS POSITION. APPRECIATE DEPARTMENT EFFORTS TO EXPEDITE PROCUREMENT ACTION. LUCEY

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## Message Attributes

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